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Hertz Press Information

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U.S. Car & Truck Costs and Mileage Rise Again...

NATION'S '85 SPENDING TO OWN, RUN MOTOR VEHICLES
UP 10.4% TO $779 BILLION; AUTOS RISE $136 A UNIT;
TOTAL MILEAGE ZOOMS 8.1% TO 1.65 TRILLION

Americans drove a record 1.65 trillion miles in 1985, boosting the nation's yearly spending to own and run cars and trucks by $74 billion, or 10.4%, to a new high of $779.1 billion, Hertz Corp.'s new annual estimate of U.S. motor vehicle costs showed today.

Yearly per-auto expenses were up 4.8%, or $136, to $2,950 -- 33.17¢ a mile vs. 32.78¢ last year -- and overall auto outlays climbed 7.2% to $379.3 billion, as passenger cars on the road were up 2.2% to 128.6 million, double last year's rise, and per-car mileage advanced 3.6% to 8,894, according to the rental company's latest yearly study.

It was the third consecutive year per-unit passenger car mileage has risen since driving reached a post-World War II low of 8,037 annual miles in 1982, the Hertz statistics show. In the past three years, auto travel has risen 10.7%: to 8,317 in '83 and 8,586 in '84. From 1972 -- the last full year before the first Arab oil embargo -- to 1982, annual car mileage had dropped 22% from its all-time high of 10,362.

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The figures include young, old, new, used, large and small autos. The company previously (2/24/86) estimated typical ownership and operating costs at 47.64¢ a mile for compact models bought new and driven 10,000 miles a year for five years -- up from 45.67¢ in '84. The firm also reported (6/9/86) its yearly used car poll showed per-mile vehicle costs averaged 25.07¢ (up from '84's 23.22¢) for compacts bought at age five years and driven 10,000 annual miles for another five years.

Lower fuel prices, better fuel efficiency and reduced interest rates saved U.S. auto drivers an average $29 last year, but higher depreciation, licenses, fees, insurance, repairs and maintenance added $165, for a $136 yearly net ownership and operating expense gain, the latest analysis found.

The study shows truck outlays up 4.6% to $9,519 a unit -- 78.9¢ a mile vs. 78.76¢ in '84 -- for a $399.8 billion '85 aggregate, 13.7% over '84's $351.5 billion. The $779.1 billion 1985 total U.S. motor vehicle ownership and operating spending is up from $705.4 in 1984.

Trucks in service leaped 8.8% from 38.6 to 42 million, as new commercial vehicle sales topped 4.675 million to set a 4-million-plus record for the second straight year, Hertz's report noted. Truck 1985 mileage also was up 4.4% from 11,559 to 12,064 a unit, highest since 1972's record 12,269.

A special Hertz poll found 13.25% of 1985 truck mileage was for vacations, commuting, business trips and other non-freight journeys. Some 93% of "commercial vehicles" are now smaller (Class 1-2) units under 10,000 lbs., such as vans, pickups and utility units -- often used for mini-campers and other people-hauling tasks. The 93% compares with 80% for light units in 1972.

Since 1973, sales of larger "standard-size" cars dropped from 30% to 8.8% last year. But sub-compacts rose from 10.7% to 14%, compacts from 16.8% to 17.1%, intermediates from 23.4% to 26.4% and imports from 15.3% to 25.7%. In addition, cars in most size classifications are a foot shorter and 1,000 lbs.,. lighter than in the early 1970's.

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Smaller, Older Cars and Trucks

For the first year since 1969, average age of autos on U.S. roads did not climb, but remained at 7.6 years. Between 1969 and 1984 average car age increased from 5.5 years to 7.6. Cars today are older than at any time since 1950, following World War II when Detroit did not sell autos.

Spurred by recent record truck registrations, though, average age of "commercial vehicles" in service dropped to 8.12 years from 8.20 in 1984, but remained at its second oldest since 1964.

In another illustration of how motorists have down-graded driving outlays, since 1972 AVERAGE yearly per-unit passenger car ownership and operating costs climbed 125% -- versus a 157% advance in inflation and a 191% surge in personal income. Average new car purchase prices rose 199%. For COMPARABLE autos, however, purchase prices are up 207% in those 13 years and owning and running comparable cars soared 235%, the Hertz study shows:--

> ...in 1972, average ownership and operating expenses amounted to $1256, or 12.1¢ a mile, for the average 10,362 miles travelled, the new Hertz study notes. The 1985 $2950, or 33.17¢ a mile for the typical 8,894 miles driven last year, is 125% higher;
> ...total 1985 new car purchases of 10.9 million units cost $110.7 billion last year, $10,166 per auto, up 5.1% from $9669, or $97.8 billion for 10.1 million autos in 1984, for a 13% aggregate advance;
> ...this latest $497 sticker surge is 199% over the $3404 average purchase price for a typical 1972 model;
> ...for comparably-equipped ("intermediate-") sized units, purchase price increases -- from $3425 to $10,509 -- totalled 207%!
> ... on comparably-sized and -driven intermediates the '72-85 rise was from $1240 to $4149 --235% for ownership & operating costs.

"By keeping cars longer, driving them less and selecting smaller models, U.S. motorists have brought their driving expenses into line with their incomes," Hertz Chairman Frank A. Olson commented. "But, changes since 1972 amount to a markedly-reduced standard of American driving."

Interest, Fuel Down; Other Items Up

For the estimated 128.6 million cars on the road last year, total 1985 depreciation amounted to $63.2 billion --$492 a car--up 4.5% from $59.2 billion -- $471 per auto -- for 125.7 million units in service in '84.

Hertz' cost studies use depreciation --the difference between a unit's purchase and selling prices --rather than just purchase price, as depreciation expenses continue even if a new vehicle is not acquired in a given year.

For the second straight year, auto interest and fuel costs were down. Total 1985 auto fuel expenses dropped $400 million to $77.5 billion from $77.9 billion, a $17 or 2.7% per unit, fall from $620 to $603 -- from 7.22¢ a mile to 6.78¢. The drop stemmed from lower pump prices and increased fuel efficiency. Despite the 308-mile travel advance last year, estimated 1985 per-car fuel consumption fell 2 gallons to 547 a year.

Per car interest costs fell 4.1% -- from $291 a year per car, or 3.39¢ a mile in '84 to $279 or 3.14¢ in '85, dropping aggregate outlays from $36.57 billion to $35.88 billion.

On the other hand, the nation's old, high-mileage car fleet spurred a 10.3% rise in per car maintenance, repairs and miscellaneous outlays. These climbed to $931, or 10.47¢ a mile in 1985 from $844 or 9.83¢ in '84. The 1985 total came to $119.7 billion vs. $106.1 billion in 1984. The category insurance, licenses and fees totalled $83.1 billion, $646 a unit, or 7.26¢ a mile in '85. This annual outlay was up 9.7% a unit from 1984's total of $74 billion, $589 a car or 6.86¢ a mile.

Spending Up Vs. GNP, Down Vs. Personal Income

The 1985 $779.1 billion outlays for both cars and trucks came to 21.61% of U.S. gross national product, against 20.3% in '84 and 21.3% in '83. Passenger-car-only spending amounted to 11.5% of '85 personal income against 11.8% in '84, 12.7% in '83, 13.8% in '82 and a 14.8% high in 1980.

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The aggregate increase in 1985's motor vehicle spending also reflects the fact that the number vehicles on the road rose 3.8% to 170.6 million from 164.4 in '84. Cars rose 2.3% from an estimated 125.7 million in 1984 to 128.6 in 1985, while trucks climbed 8.8% from 38.6 million units in '84 to 42 million last year. (Projected U.S. population was up 1.06% to 238.7 million.)

The Hertz cost estimates stress per-unit annual dollar costs because differing yearly mileage by motorists can alter per-mile expenses sharply, notes Hertz Executive V.P. Craig R. Koch.

How Driving Less Saves

For such annual fixed or "standing" outlays as licenses, fees, sales tax, insurance and interest charges, driving fewer miles each year raises per-mile outlays. But this usually lengthens car life, lowers annual depreciation and saves fuel, oil, tire, battery and repair "running" charges -- thus cutting the key overall yearly dollar costs.

At equal annual 8,894 mileage, a compact 1985 auto bought new and kept one year would cost $5502, according to the rental company's report, or 61.86¢ a mile. For 5,000 miles of yearly driving, however, per-mile expense rises to $1.0321; but annual costs are just $5161. At 20,000 annual miles, though, per-mile costs drop to 33.49¢, but dollar spending climbs to $6698.

Keeping the same car 10 years, rather than just, reduces both annual dollars outlays and per-mile expenses. At the typical 8,894 miles a year driving, per-mile costs shrink to 39.61¢ a mile from the 61.86¢ annual trading costs; and, yearly outlays fall from $5502 to $3523, a 36% savings.

In spite of travel increases the past three years, per-car mileage is down 14% since the 1972 high of 10,362 per year. However, in these prior 13 years, the country's 31.2 million population growth spurred a 31.8 million rise in the number of cars on the road -- producing an aggregate advance in passenger car mileage of 14% to 1.143 billion miles in 1985, up 5.8% over '84.

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Per-unit truck mileage is still 1.7% under its 12,269-mile 1972 record, but since then a 20.4 million (94%) surge in trucks in service to 1985's 42 million units put overall truck mileage up 91% since '72 to 507 billion miles, a 13.7% rise over 446.3 billion miles in '84.

The combination 1.65 billion 1985 total -- 9,675 a unit -- is up 8.1% for '85 and 30% ahead in the past 13 years. Vehicle mileage for 1984 came to 1.526 trillion miles, a 9,284 per-unit average last year.

Changes Since 1950 Are Marked

In 1950, according to Hertz' data, motorists spent just $40.6 billion to run 49.2 million cars and trucks 458 billion miles, with auto costs then $724 or 8¢ a mile for 9,032 miles averaged then. By 1972, expenditures were $187 billion for 118.5 million units logging 1.268 trillion miles.

In the 35-year period from 1950 to 1985, auto interest expenses were up 447% from $51. Sticker prices rose 530% from $1612. Maintenance, repairs and miscellaneous expenses are ahead 366% from $200 a year. Fuel costs climbed 261% from $167. Insurance, licenses and fees went up 346% from $145.

Highway fuel consumption in 1950 totalled just 35.5 billion gallons, 25.2 billion for cars, 10.3 billion for trucks. Per-car thirst was 626 gallons for that year's average 9,032 miles run. But, per-person, passenger car fuel use then was just 168 gallons, versus 337 in '72 and 294 last year.

Motor vehicle 1985 fuel use just topped the previous peak of 115.9 billion gallons in 1978, reaching 116.4 billion in 1985. But the '78 total represented an average of 772 gallons per vehicle, 654 per car. The '85 total is just 682 gallons a vehicle, 547 a car, the Hertz study noted.

Hertz study estimates are based on the company's own experience, on its nationwide sample polls, plus projections using public and industry registration and mileage statistics.

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VEHICLE OPERATING COSTS & FUEL USAGE KEY YEAR SUMMARIES Table IA 7/86

Years	1950			1972*		
Vehicles	Cars	Trucks	Total	Cars	Trucks	Total
Descriptions						
Overall Operating Costs (B$)	29.2	11.4	40.6	121.6	65.4	187.0
-Per Unit ($)	724	1294	825	1256	3029	1579
-Per Mile (¢)	0.0800	0.1211	0.0884	0.1210	0.2469	0.1473
-Per Capita ($)	194	76	269	586	315	901
Depreciation Cost-Total (B$)	6.5	3.2	9.7	33.0	19.6	52.6
-Per Unit ($)	163	363	197	341	907	444
-Per Mile (¢)	0.0178	0.0340	0.0211	0.0329	0.0740	0.0414
-Per Capita ($)	43	21	64	159	94	253
Fuel Cost Total (B$)	6.8	2.8	9.5	25.3	10.6	35.9
-Per Unit ($)	167	318	193	261	491	303
-Per Mile (¢)	0.0185	0.0298	0.0207	0.0252	0.0400	0.0283
-Per Capita ($)	45	19	63	122	51	173
Other Costs Total (B$)	15.9	5.4	21.4	63.3	35.2	98.5
-Per Unit ($)	395	614	435	654	1630	831
-Per Mile (¢)	0.0437	0.0574	0.0466	0.0631	0.1328	0.0776
-Per Unit Analysis ($)						
(Lic., Fees, Ins.)	145	261	165	248	617	315
(Interest)	51	92	58	111	283	142
(Repairs, Misc.)	200	261	212	296	728	374
New Veh. Purch.Pr.-Tot.(B$)	10.2	2.0	12.2	35.4	11.4	46.8
-Per Unit ($)	1612	1846	1627	3404	4542	3628
New Vehs.Registered (Mils.)	6.3	1.1	7.5	10.4	2.5	12.9
Tot. Vehs. On Road (Mils.)	40.3	8.8	49.2	96.8	21.6	118.5
Miles Traveled Per Vehicle	9032	10682	9328	10362	12269	10718
Tot.Veh.Miles Trvld.(Bils.)	364	94	458	1003	265	1268
Veh.Miles Trvld. Per Capita	2415	624	3039	4834	1277	6111
Fuel Used Tot.(Bil.of Gals.)	25.2	10.3	35.5	70.0	29.5	99.5
Fuel Used Per Veh. (Gals.)	626	1170	722	722	1365	840
Fuel Used Per Capita (Gals.)	168	68	236	337	143	480
Fuel Avg. MPG Per Unit	14.4	9.1	12.9	14.3	9.0	12.9
Fuel Cost Per Gallon ($)			0.268			0.361
Personal Income Total (B$)			227.6			939.1
Gross National Product (B$)			286.2			1171.1
Consumer Price Index			72.1			125.3
Population Estimate (Mils.)			150.7			207.5

* Last Full Year Before First Arab Oil Embargo

(slight variations owing to rounding)

VEHICLE OPERATING COSTS & FUEL USAGE KEY YEAR SUMMARIES Table IB 7/86

Years	1974			1975		
Vehicles	Cars	Trucks	Total	Cars	Trucks	Total
Descriptions						
Overall Operating Costs (B$)	154.3	93.5	247.8	180.7	107.6	288.2
-Per Unit ($)	1471	3696	1903	1682	4075	2154
-Per Mile (¢)	0.1685	0.3372	0.2077	0.1890	0.3984	0.2351
-Per Capita ($)	725	439	1164	842	501	1344
Depreciation Cost-Total (B$)	37.0	30.8	67.8	48.9	32.1	81.0
-Per Unit ($)	352	1219	521	456	1216	605
-Per Mile (¢)	0.0403	0.1112	0.0568	0.0512	0.1189	0.0661
-Per Capita ($)	174	145	318	228	150	378
Fuel Cost Total (B$)	42.0	14.9	56.9	42.1	17.1	59.2
-Per Unit ($)	400	589	437	392	648	443
-Per Mile (¢)	0.0458	0.0537	0.0477	0.0441	0.0633	0.0483
-Per Capita ($)	365	130	494	196	80	276
Other Costs Total (B$)	75.3	47.8	123.1	89.6	58.4	148.0
-Per Unit ($)	718	1888	946	834	2212	1106
-Per Mile (¢)	0.0823	0.1723	0.1032	0.0938	0.2162	0.1207
-Per Unit Analysis ($)						
(Lic., Fees, Ins.)	269	629	339	271	652	346
(Interest)	138	409	191	202	489	259
(Repairs, Misc.)	312	850	416	360	1072	501
New Veh. Purch.Pr.-Tot.(B$)	34.1	14.2	48.3	37.6	14.7	52.3
-Per Unit ($)	3920	5333	4251	4554	6136	4910
New Vehs.Registered (Mils.)	8.7	2.7	11.4	8.3	2.4	10.7
Tot. Vehs. On Road (Mils.)	104.9	25.3	130.2	107.4	26.4	133.8
Miles Traveled Per Vehicle	8732	10960	9165	8901	10227	9163
Tot.Veh.Miles Trvld.(Bils.)	916	277	1193	956	270	1226
Veh.Miles Trvld. Per Capita	4302	1302	5605	4457	1259	5715
Fuel Used Tot.(Bil.of Gals.)	73.3	30.2	103.5	73.1	29.8	103.0
Fuel Used Per Veh. (Gals.)	699	1195	795	681	1130	770
Fuel Used Per Capita (Gals.)	197	70	267	196	80	276
Fuel Avg. MPG Per Unit	12.5	9.2	11.5	13.1	9.1	11.9
Fuel Cost Per Gallon ($)			0.550			0.575
Personal Income Total (B$)			115.1			124.6
Gross National Product (B$)			1412.9			1528.8
Consumer Price Index			147.7			161.2
Population Estimate (Mils.)			212.9			214.5

slight variations owing to rounding)

VEHICLE OPERATING COSTS & FUEL USE Table IC 7/86

Years	1984			1985		
Vehicles	Cars	Trucks	Total	Cars	Trucks	Total
Descriptions						
Overall Operating Costs (B$)	353.9	351.5	705.4	379.3	399.8	779.1
-Per Unit ($)	2,814	9,104	4,292	2,950	9,519	4,568
-Per Mile (¢)	0.3278	0.7876	0.4623	0.3317	0.7890	0.4721
-Per Capita ($)	1498	1489	2987	1589	1675	3263
Depreciation Cost-Total (B$)	59.2	63.0	122.2	63.2	70.7	133.9
-Per Unit ($)	471	1,632	744	492	1,683	785
-Per Mile (¢)	0.0549	0.1412	0.0801	0.0553	0.1395	0.0812
-Per Capita ($)	251	267	518	265	296	561
Fuel Cost Total (B$)	77.9	49.1	127.0	77.5	50.4	128.0
-Per Unit ($)	620	1,271	773	603	1,201	750
-Per Mile (¢)	0.0722	0.1100	0.0832	0.0678	0.0995	0.0775
-Per Capita ($)	330	208	538	325	211	536
Other Costs Total (B$)	216.7	239.4	456.1	238.5	278.7	517.2
-Per Unit ($)	1,723	6,201	2,775	1,856	6,635	3,033
-Per Mile (¢)	0.2007	0.5365	0.2989	0.2086	0.5500	0.3134
-Per Unit Analysis ($)						
(Lic., Fees, Ins.)	589	2439	1023	646	2650	1139
(Interest)	291	900	434	279	856	421
(Repairs, Misc.)	844	2862	1318	931	3129	1473
New Veh. Purch.Pr.-Tot.(B$)	97.8	62.1	159.9	110.7	72.9	183.6
-Per Unit ($)	9,669	15,343	11,290	10,166	15,592	11,796
New Vehs.Registered (Mils.)	10.1	4.0	14.2	10.9	4.7	15.6
Tot. Vehs. On Road (Mils.)	125.7	38.6	164.4	128.6	42.0	170.6
Miles Traveled Per Vehicle	8,586	11,559	9,284	8,894	12,064	9,675
Tot.Veh.Miles Trvld.(Bils.)	1080	446	1526	1143	507	1650
Veh.Miles Trvld. Per Capita	4,571	1,890	6,461	4,789	2,123	6,912
Fuel Used Tot.(Bil.of Gals.)	69.0	43.7	112.7	70.3	46.1	116.4
Fuel Used Per Veh. (Gals.)	549	1,131	686	547	1,097	1,644
Fuel Used Per Capita (Gals.)	292	185	477	294	193	487
Fuel Avg. MPG Per Unit	15.6	10.2	13.5	16.3	11.0	14.2
Fuel Cost Per Gallon ($)	1.128	1.133	1.130	1.103	1.094	1.099
Personal Income Total (B$)			3005.0			3299.5
Gross National Product (B$)			3520.6			3605.0
Consumer Price Index			310.7			322.3
Population Estimate (Mils.)			236.2			238.7

* Last Full Year Before
First Arab Oil Embargo

Table II Hertz Estimates 7/86

AVERAGE MOTOR VEHICLE OWNERSHIP & OPERATING EXPENSES 1950-1985
(figures are for both units bought new and those bought used)

YEAR	Passenger Cars					Trucks				
	$ Per Unit	Miles Per Year	¢ Per Mile	Units On Road (Mls.)	Total Spent Bils.$	$ Per Unit	Miles Per Year	¢ Per Mile	Units On Road (Mls.)	Total Spent Bils.$
1950	724	9032	8.00	40.3	29.20	1294	10682	12.11	8.80	11.40
1960	933	9545	9.80	61.6	57.40	1995	10738	18.60	12.20	24.30
1970	1220	10090	12.10	89.3	108.90	2664	11518	23.10	19.10	50.90
1971	1220	10280	11.90	92.8	113.20	2755	11485	24.00	20.20	55.70
1972	1256	10362	12.10	96.8	121.60	3029	12269	24.69	21.60	65.40
1973	1288	9597	13.40	101.8	131.10	3112	10970	28.37	23.70	73.75
1974	1471	8732	16.85	104.9	154.30	3696	10960	33.72	25.00	93.50
1975	1682	8901	18.90	107.4	180.70	4075	10227	39.84	26.40	107.60
1976	1812	9015	20.10	109.7	193.80	4594	10942	41.99	27.60	126.10
1977	1914	9199	20.81	114.1	218.40	5310	11379	46.67	29.70	157.70
1978	2092	9165	22.82	118.6	248.10	6176	11428	54.04	31.50	194.50
1979	2352	8850	26.57	119.1	280.10	6978	10943	63.77	33.90	236.60
1980	2631	8224	31.09	120.5	317.00	8067	10935	73.77	35.30	284.80
1981	2790	8081	34.53	122.0	340.40	8368	10609	78.89	36.10	302.10
1982	2847	8037	35.42	123.2	350.70	8500	10760	79.00	37.00	314.40
1983	2744	8317	33.00	124.5	341.80	8726	11092	78.67	38.10	332.80
1984	2814	8586	32.78	125.7	353.90	9114	11559	78.76	38.60	351.50
1985	2950	8894	33.17	128.6	379.28	9519	12064	78.90	42.01	399.84

Total Both Cars & Trucks

	$ Per Unit	Miles Per Year	¢ Per Mile	Units On Road (Mls.)	Total Spent Bils.$
1950	825	9328	8.84	49.2	40.60
1960	1107	9742	11.40	73.8	81.70
1970	1475	10341	14.30	108.4	159.80
1971	1495	10496	14.20	113.0	168.90
1972	1579	10718	14.73	118.5	187.00
1973	1632	9857	16.56	125.4	204.80
1974	1903	9165	20.77	130.2	247.80
1975	2154	9163	23.51	133.8	288.20
1976	2366	9403	25.17	137.3	324.90
1977	2615	9649	27.11	143.9	376.10
1978	2949	9640	30.79	150.1	442.60
1979	3377	9314	36.26	153.0	516.70
1980	3863	8838	43.70	155.8	601.80
1981	4064	8659	46.93	158.1	642.50
1982	4152	8666	47.92	160.2	665.10
1983	4147	8967	46.24	162.7	674.70
1984	4294	9284	46.25	164.4	705.71
1985	4568	9675	47.21	170.6	779.12

Apparent highs -->*

Passenger Cars -- PERCENTAGE CHANGES Since 1972

Miles A Year MINUS	Cents A Mile PLUS
0.07	0.11
0.16	0.39
0.14	0.56
0.13	0.66
0.11	0.72
0.12	0.89
0.15	1.20
0.21	1.57
0.22	1.85
0.22	1.93
0.20	1.73
0.17	1.71
0.14	1.74

(slight variations owing to rounding)

III ESTIMATED 1985 MILEAGE & FUEL BY PURPOSE & VEHICLE TYPE

Hertz Estimates 7/86

YEAR	NON-PLEASURE TRAVEL: TRUCK: Truck & Psgr.Car Business Travel: Miles (Bls.)	Fuel Use (Bls. Gals.)	Psgr.Car Business Travel: Miles (Bls.	Fuel Use (Bls. Gals.)	PASSENGER CAR: Essential/ Family Use/ Miles (Bls.)	Fuel Use (Bls. Gals.)	+Commutation: Miles (Bls.)	Fuel Use (Bls. Gals.)	*Trk.&Psgr.Car Pleasure Usage: Mile (Bls.	Fuel Use (Bls. Gals.)
1950	94.0	10.30	62.3	14.33	207.0	14.38	102.0	7.06	95.0	6.49
1960	131.0	16.70	100.6	7.03	334.0	23.36	170.0	11.87	153.0	10.81
1970	220.0	26.50	159.8	11.66	508.0	37.08	268.0	19.53	233.0	17.06
1971	232.0	28.00	164.6	12.01	549.0	40.07	287.0	20.98	241.0	17.42
1972	265.0	29.50	167.0	11.68	573.0	40.07	303.0	21.20	263.0	18.25
1973	260.0	30.40	157.4	12.11	561.0	43.15	297.0	22.88	259.0	19.64
1974	274.0	29.90	143.9	11.51	529.0	42.32	281.0	22.46	244.0	19.47
1975	270.0	29.70	148.2	11.31	553.0	42.21	294.0	22.42	254.0	19.68
1976	302.0	33.10	154.7	10.67	572.0	43.01	303.0	22.82	262.0	20.72
1977	338.0	36.70	161.1	10.39	630.0	45.99	323.0	23.58	258.0	20.22
1978	360.0	38.30	171.1	10.06	652.0	46.57	334.0	23.89	264.0	20.97
1979	371.0	38.60	166.7	9.26	658.0	45.89	324.0	22.70	229.0	18.05
1980	386.0	40.10	152.5	8.03	637.0	44.44	315.0	21.94	201.0	15.83
1981	383.0	39.10	150.9	7.82	636.0	43.47	314.0	21.42	199.0	15.31
1982	398.0	40.40	151.7	7.40	639.0	43.32	316.0	21.41	198.0	15.10
1983	423.1	41.64	191.4	8.95	582.1	38.50	360.2	23.82	262.2	19.21
1984	446.3	43.67	196.9	8.88	597.5	39.71	362.9	23.69	285.2	20.44
1985	506.8	46.10	203.4	8.82	632.8	37.87	364.6	22.88	349.0	25.02

YEAR	SUB-TOTAL CARS Miles (Mls.)	Fuel Use (Bils. Gals.	ESTIMATED SUB-TOTAL NON-PLEASURE TRIPS CARS & TRUCK Bils. Gals.	ESTIMATED SUB-TOTAL PLEASURE TRIPS CARS & TRUCKS Mile (Bls	Fuel Use Bls. Gals.	GRAND TOTAL CARS & TRUCKS Miles (Bls.	Fuel Use (Bils. Gals.)
1950	364.3	35.20	352.0	37.77	106.3	7.73	458.3	45.50
1960	587.6	41.20	549.9	45.09	168.7	12.81	718.6	57.90
1970	900.8	65.80	861.4	72.06	259.4	20.24	1120.8	92.30
1971	954.6	69.50	917.8	76.72	268.8	20.78	1186.6	97.50
1972	1003.0	70.00	973.2	77.71	294.8	21.79	1268.0	99.50
1973	977.4	74.90	947.2	82.01	290.2	23.29	1237.4	105.30
1974	916.9	73.30	914.0	80.14	276.9	23.06	1190.9	103.20
1975	955.2	73.20	938.8	79.66	286.4	23.24	1225.2	102.90
1976	988.7	74.40	992.5	82.81	298.2	24.69	1290.7	107.50
1977	1049.1	76.60	1088.5	88.68	298.6	24.62	1387.1	113.30
1978	1087.1	77.60	1139.9	90.33	307.2	25.57	1447.1	115.90
1979	1053.7	73.20	1151.2	89.12	273.5	22.68	1424.7	111.80
1980	990.5	68.30	1129.2	87.76	247.3	20.64	1376.5	108.40
1981	985.9	66.60	1123.9	85.70	245.0	20.00	1368.9	105.70
1982	988.7	65.82	1140.9	86.27	245.8	19.95	1386.7	106.22
1983	1035.7	66.66	1145.8	84.09	313.0	24.21	1458.8	108.30
1984	1079.6	69.03	1187.2	87.01	338.8	25.68	1525.9	112.70
1985	1143.4	70.29	1282.2	87.25	409.8	30.55	1650.2	116.38

NOTE:Commuting part of essential family use. *Some truck pleasure travel.

Table MV4A

The Hertz Corp.
6/86

HERTZ ESTIMATES OF 1985 NEW CAR OWNERSHIP & OPERATING COSTS

Years Use	<-SUB_COMPACT-> 10000	5000	<-------'COMPACT'--------> 8894 **** * **	10000	20000	INTER-MEDIATE 10000	STAN-DARD 10000
	<- At CONSTANT Annual Mileages -> (in cents per mile)						
1	0.4807	1.0321	0.6186	0.5725	0.3349	0.6280	0.7671
2	0.4609	0.9721	0.5906	0.5447	0.3312	0.5999	0.7267
3	0.4382	0.9055	0.5619	0.5146	0.3201	0.5684	0.6840
4	0.4207	0.8660	0.5371	0.4919	0.3122	0.5443	0.6518
5	0.4092	0.8294	0.5187	0.4764	0.3060	0.5283	0.6297
6	0.3837	0.7618	0.4816	0.4437	No Data	0.4939	0.5850
7	0.3642	0.7070	0.4535	0.4191	Over	0.4680	0.5512
8	0.3488	0.6649	0.4318	0.3987	100,000	0.4465	0.5233
9	0.3359	0.6288	0.4129	0.3821	Miles	0.4291	0.5005
10	0.3255	0.6017	0.3961	0.3687	----	0.4149	0.4819

HISTORICAL COMPARISONS OF NEW 'INTERMEDIATE' SIZE CAR

	<-@ Estimated Varying Mileage Yearly->				<-@ Constant 10,000->		
	3-Year		10-Year		MILES PER YEAR		AVG.COST
	Average Annual Mileage	Use Cost Cents-Per-Mile	Average Annual Mileage	Use Cost Cents-Per-Mile	3 Yr. Use Cost	10-Yr. Use Cost	Of 3-Yr. Use In Constant
Year	C.P.M.	$ P.Y.	M.P.Y.	C.P.M.	$ P.Y.		(1985) $
1925E	5835	0.1690	Not Available		0.1150	N/A	0.7060
1950	12771	0.0930	9032	0.0800	0.1090	0.0770	0.4872
1960	13497	0.1220	9545	0.0980	0.1440	0.0950	0.5232
1970	14267	0.1470	10090	0.1210	0.1900	0.1220	0.5265
1971	14567	0.1430	10280	0.1190	0.1870	0.1210	0.4969
1972	14652	0.1510	10362	0.1210	0.1970	0.1240	0.5067
1973	13570	0.1620	9597	0.1340	0.2020	0.1310	0.4891
1974	12300	0.2070	8732	0.1710	0.2380	0.1590	0.5193
1975	12561	0.2320	8901	0.1890	0.2720	0.1770	0.5798
1976	11885	0.2480	9015	0.2010	0.2810	0.1790	0.5318
1977	12127	0.2620	9199	0.2080	0.3010	0.2000	0.5345
1978	12082	0.2910	9165	0.2310	0.3310	0.2200	0.5462
1979	11666	0.3400	8850	0.2870	0.3800	0.2640	0.5639
1980	10841	0.4150	8224	0.3450	0.4400	0.3100	0.5999
1981	10652	0.4860	8081	0.4080	0.5090	0.3590	0.6319
1982	10594	0.5168	8037	0.4370	0.5400	0.3831	0.6062
1983	10963	0.4986	8317	0.4247	0.5338	0.3810	0.5810
1984	11318	0.4887	8586	0.4208	0.5377	0.3827	0.5578
1985*	11724	0.5048	8894	0.4437	0.5684	0.4149	0.5684

* Updated; this table originally issued 2/86

MVTAB4B

The Hertz Corp.
7/86

HERTZ ESTIMATES OF 1985 MODEL NEW
PASSENGER CAR OWNERSHIP & OPERATING COSTS

Years Used	'COMPACT' MODEL — AVERAGES At CONSTANT 8894 M.P.Y.		'COMPACT' MODEL — 8,894 AVERAGES At DECLINING Annual Miles AVERAGING 8894 Over 10-Yr.Period		
	¢.P.M.	$ P.Y.	M.P.Y.	¢.P.M.	$ P.Y.
1	0.6186	5,502.06	13,528	0.4496	6,082.26
2	0.5906	5,252.90	12,506	0.4577	5,723.50
3	0.5619	4,997.40	11,724	0.4557	5,342.32
4	0.5371	4,777.21	10,978	0.4578	5,025.56
5	0.5187	4,613.55	10,520	0.4588	4,826.62
6	0.4816	4,283.53	10,213	0.4372	4,464.72
7	0.4535	4,033.80	9,963	0.4176	4,160.58
8	0.4318	3,840.41	9,687	0.4064	3,936.67
9	0.4129	3,672.62	9,356	0.3986	3,729.36
10	0.3961	3,523.22	8,894	0.3961	3,523.22

NOTE: Above Costs Are AVERAGES For Different Use/Mileage periods; those below are for each INDIVIDUAL year.

CURRENT 1985 DATA 'COMPACT' CAR EXPENSES

YEARLY Costs & Mileages for Different Ownership Periods (Not AVERAGES for ALL Years, As Listed Above)

Year of Use	AVERAGES At CONSTANT 8894 YEARLY Mileages		8,894 AVERAGES At Listed DECLINING YEARLY Mileages AVERAGING 8894 M.P.Y.		
	¢.P.M.	$ P.Y.	M.P.Y.	¢.P.M.	$ P.Y.
1	0.6186	5,502.18	13,528	0.4496	6,082.19
2	0.5625	5,002.88	11,484	0.4671	5,364.00
3	0.5043	4,485.24	10,160	0.4508	4,580.13
4	0.4628	4,116.14	8,740	0.4663	4,075.46
5	0.4450	3,957.83	8,688	0.4640	4,031.23
6	0.2961	2,633.51	8,678	0.3060	2,655.47
7	0.2850	2,534.79	8,463	0.2760	2,335.79
8	0.2797	2,487.65	7,755	0.3055	2,369.15
9	0.2615	2,325.43	6,708	0.3087	2,070.76
10	0.2458	2,186.50	4,736	0.3522	1,668.02
Tot.	0.3961	3,523.22	8,894	0.3961	3,523.22

Slight variations owing to rounding.

TAB V

ESTIMATED MILES RUN BY 'PASSENGER'* TRUCKS & OTHER COMMERCIAL UNITS

YEARS	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985
# NEW Trucks (Mls.)	1.790	1.981	2.514	3.029	2.657	2.397	3.058	3.456	3.963	3.468	2.477	2.185	2.430	4.047	4.049	4.675
# Class 1-2 (Mls.)	1.469	1.657	2.010	2.559	2.256	2.000	2.940	2.993	3.555	3.064	2.209	1.958	2.238	3.756	3.757	4.355
# Class 3-8 (Mls.)	0.321	0.325	0.504	0.470	0.401	0.397	0.118	0.463	0.408	0.404	0.268	0.228	0.192	0.292	0.292	0.321
Pctg. # 1-2 to All	0.821	0.836	0.799	0.845	0.849	0.834	0.861	0.866	0.897	0.883	0.892	0.896	0.921	0.928	0.928	0.931
Pctg. # 3-8 to All	0.179	0.164	0.201	0.155	0.151	0.166	0.139	0.134	0.103	0.117	0.108	0.104	0.079	0.072	0.072	0.069
Miles Per Truck	11518	11485	12269	10970	10960	10227	10942	11379	11428	10943	10935	10609	10760	11092	11559	12064
Miles P/U C #1-2	5396	5344	6194	6239	6243	5587	6249	6834	7024	6911	7147	7036	7678	8114	8580	9270
Miles P/U C #3-8	31788	31482	36489	36755	37512	33595	40010	40782	49827	41523	42157	41328	46616	49450	49951	50025
# All TRKS. (Mls.)	19.1	20.4	21.6	23.7	25.3	26.4	27.6	29.7	31.5	33.9	35.3	36.1	37.0	38.1	38.6	42.0
# 1-2 Trks. (Mls.)	16.8	17.1	17.3	20.0	21.5	22.0	23.8	25.7	28.3	30.0	31.5	32.3	34.1	35.4	35.8	39.1
# 3-8 Trks. (Mls.)	2.3	3.3	4.3	3.7	3.8	4.4	3.8	4.0	3.2	3.9	3.8	3.8	2.9	2.7	2.8	2.9
Total Trucks Mlg.(Bl.)	193.5	196.4	265.0	260.0	277.3	270.0	302.0	338.0	360.0	371.0	386.0	382.7	398.0	423.1	446.3	506.8
Class 1-2 Mlg. (Bl.)	84.6	91.2	107.0	124.9	134.1	123.1	148.5	175.8	198.5	207.0	225.0	227.3	261.5	287.2	307.5	362.7
Class 3-8 Mlg. (Bl.)	108.9	105.2	158.0	135.0	143.2	146.9	153.5	162.3	161.5	164.0	161.0	155.4	136.5	135.9	138.9	144.1
Ptg. Mlg. #1-2 to all	0.437	0.464	0.404	0.481	0.484	0.456	0.492	0.520	0.551	0.558	0.583	0.594	0.657	0.679	0.689	0.716
Ptg. Mlg. #3-8 to all	0.563	0.536	0.596	0.519	0.517	0.544	0.508	0.480	0.449	0.442	0.417	0.406	0.343	0.321	0.311	0.284

Truck Gross Vehicle Weight Classes 1 & 2 (under 10,000 lbs.) equal "passenger trucks"
Slight errors owing to rounding.

Hertz Corp. Estimates 7/86